EXHIBIT B

Bloulder, CO

January 14, 2006

*			1
UNITED STATES	DISTRICT COURT		
FOR THE DISTF	RICT OF DELAWARE		
LP MATTHEWS, LLC,)	٠.	
Plaintiff,)		
v.)		
BATH & BODY WORKS, INC.;) CASE NO.:		
LIMITED BRANDS, INC.;) 04-CV-01507 SLR		
KAO BRANDS CO. (f/k/a THE		•	
ANDREW JERGENS COMPANY);) .		
and KAO CORPORATION,)		
Defendants.)		
DEPOSITION C	OF PHILLIP LOW		
. Saturday, Ja	nuary 14, 2006		
Reported by:			
Craig L. Knowles, CM			

Henderson Legal Services (202) 220-4158

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2	4
1 Davidson Colomado	1 APPEARANCES (Cont'd)
1 Boulder, Colorado	
2 Saturday, January 14, 2006	2
3	3 For Defendants Bath & Body Works and Limited
4 Deposition of PHILLIP LOW, a witness	4 Brands:
5 herein, called for examination by counsel for	5 John F. Ward, Esquire
6 Defendants in the above-entitled matter, pursuant	6 WARD & OLIVO
7 to notice and the Federal Rules of Civil Procedure,	7 708 Third Avenue
8 the witness being previously duly sworn by CRAIG	8 New York, New York 10017
9 KNOWLES, a Notary Public in and for the State of	9 212-697-6262
10 Colorado, taken at the Boulder Marriott, Telluride	10
11 Room, 2660 Canyon Boulevard, Boulder, Colorado, at	11
12 9:23 a.m., on Saturday, January 14, 2006, and the	12
13 proceedings being taken down in Stenotype by CRAIG	13
14 KNOWLES and transcribed under his direction.	14
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16	16
17	17
18	18
19	19
20	20
21	21
22	22
3	5
3	3
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2	2 THE WITNESS: PAGE NO.
3 For Plaintiff:	3 PHILLIP LOW
4 Robert A. Auchter, Esquire	4 By Mr. Ward6
5 Jason R. Buratti, Esquire	5 By Mr. Baxter92
6 ROBINS, KAPLAN, MILLER & CIRESI, LLP	6
7 Suite 1200	7 E-X-H-I-B-I-T-S
8 1801 K Street, Northwest	8 LOW EXHIBIT NO. PAGE NO.
9 Washington, D.C. 20006-1307	9 1 Copy of Assignment, LPM 000012/14 38
10 202-775-0725	10 2 One-page handwritten document PL 0002 39
11	11 3 Agreement PL 0001 44
12 For Defendants KAO Corp. and KAO Brands:	12 4 Promissory Note PL 0003/4 47
13 Stephen G. Baxter, Ph.D., Esquire	13 5 Copy of envelope from Mr. Brady PL 00005 48
14 Richard L. Chinn, Ph.D., Esquire	14 6 Letter, Low to Ingram, 6/16/93 52
15 OBLON, SPIVAK, McCLELLAND, MAIER &	15 7 Letter, Greenspan to Low, 6/26/93,
16 NEUSTADT, P.C.	16 PL 0007 54
17 1940 Duke Street	17 8 Envelope, Greenspan to Low, 6/21/93 57
18 Alexandria, Virginia 22314	18 9 Undated Letter, Greenspan to Low PL 0009 75
19 703-413-3000	19 10 Copy of check stub PL 0010 78
20	20 11 Three-page document, 11/17/89 DG6001/03 109
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1 4 4	<i></i>

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	6		
1	PROCEEDINGS:	1	Q. Okay. Before that, school?
2		2	A. Before that I was in school.
3	Whereupon,	3	Q. Did you graduate from high school?
4	PHILLIP LOW,	4	A. I did.
5	called for examination by counsel for Defendants	5	Q. Any college?
6	and, having been previously duly sworn to the	6	A. None.
7	truth, the whole truth and nothing but the truth,	7	Q. Any technical training?
8	was examined and testified further upon his oath	8	A. Nope.
9	as follows:	9	Q. It's my understanding that you are the man
10	·	10	who had the idea to use orange in a cleaning
11	EXAMINATION BY COUNSEL FOR DEFENDANT	11	composition, is that true?
12	BATH & BODY WOKS and LIMITED BRANDS	12	A. That's true.
13	BY MR. WARD:	13	Q. Can you tell me how that came about, how'd
14	Q. Good morning, Mr. Low.	14	you get that idea?
15	A. Good morning.	15	A. I was installing windows, and when you
16	Q. My name is John Ward, I'm with Ward & Olivo	16	install windows, you have polyurethane type
17	in New York, and I represent Limited Brands and	17	sealants that you use, two-part. And you get it
18	Bath3 & Body Works in this action.	18	all over your hands.
19	Have you ever been deposed before?	19	Q. Tell me, what
20	A. Yes.	20	A. Nothing really cleans it off.
21	Q. Would you tell me what were the	21	Q. Take me through the process. So you are
22	circumstances of that?	22	installing a window.
	7		9
1	A. It was a building lawsuit.	1	A. Right.
2	Q. Were you the plaintiff?	2	Q. You've got a frame. Run us through it.
3	A. We were.	3	A. Well, you have a window opening. You take
4	Q. How did it turn out?	4	out the wood sashes. It depends how the window is
5	A. We won.	5 .	measured, how the new system is going to go in.
6	Q. Good. Just so you know, you know, I'm	6	You are from the east, right?
7	going to ask a series of questions, you'll answer.	7	Q. Yes. You can tell, huh?
8	You can't nod or make sounds that the court	8	A. You have a lot of wood windows, a lot of
9	reporter can't record for us.	9	historic looking products, right.
10	And any time you feel like you'd like to	10	Q. Yes, indeed.
11	take a break, say the word.	11	A. Okay. What we will do is, we will take out
12	A. Okay.	12	the wooden sashes, leave the buck frame in. Then
13	Q. What do you do for a living?	13	what we do is, we have a system that is
14	A. I have a home improvement and construction	14	historically replicated to cap over all of the old
15	company.	15	wood on the outside. And it's a new window frame
16	Q. How long have you had that?	16	that goes in on the inside and has new sashes and
17	A. Ten years.	17	everything else. Then we seal up the outside, sort
18	Q. What did you do before that?	18	of a panning system out there. We seal up the
19	A. I was a subcontract window installer.	19	panning system to make it weather tight. We put
II -	Q. Do you recall how long you were doing that	20	trims on the inside and seal that up to make it
20	Q. Bo you recan now long you were doing that		The state of the s
20	for?	21	weather tight.

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12 10 does the stuff start to harden? A. The caulkings that we have to use, they 1 need to have a very high flexibility rate. Have to 2 A. It's an oil based product so it stains, you get stains on your hands. It can last up to a week 3 3 be real durable stuff. if you don't try to use something to take it off. Q. The reason is? A. So that they last 20 years. Ten year 5 Q. Okay. A. The only things we found that works is warranty, but if you go with a little bit stronger 6 7 toluene or acetone or gasoline, the only stuff that product, you don't -- you can't use a regular latex household type product. You have to use something 8 removes this stuff. 9 Q. Stuff like Goop doesn't work? that has kind of more your industrial adhesions, 10 A. No, Goop didn't work, pumices didn't work, movements and those kind of things. 10 none of that stuff works. 11 11 Q. Okay. Q. I think we are probably up on the orange 12 12 A. So that is the window process. 13 Q. Thanks. I got new windows coming in, so I 13 part? A. We are up to the orange part. Okay? want to know what I'm looking forward to. 14 14 15 A. Yours might be different. This is 15 Q. Unless you tell me otherwise. A. This was like 10:30 at night and it was the 16 commercial. You may get vinyls. 16 Q. Well, we'll see. Thank you, anyhow. So 17 first week in December because the Parade of lights 17 was going on down below. now we are up to, did you say polyurethane? 18 18 A. Yeah, polyurethane type sealants. 19 Q. Do you remember the year? 19 20 Q. What do you do? 20 A. Yeah, it was 1988. A. Use a caulking gun, they come in tubes, use 21 Q. Okay? 21 22 A. We were -- actually, I was working by a caulking gun or there's big sausages, different 13 11 myself, 10:30 at night, trying to caulk these means of putting this stuff on. It gets all over 1 2 windows up. you because you are using your fingers to tool it. Q. Fill in the spots? 3 3 Q. Obviously it was your business. A. My business. A. Yeah, when you are caulking, it's like 4 4 5 Q. I understand that part. icing on the cake. It's the pretty part, yet it's 6 the function part, too, because it weatherproofs, A. I was trying to caulk the windows, 10th floor, and my wife packed me a lunch and the only 7 stains. thing I had left to eat was an orange, I needed You are also using a product called Fooz, 8 9 something. 9 which is manufactured out of parts, vinyl parts that you use to fill cracks and crevices and stuff 10 Q. Sure. 10 A. Work late obviously, wanted to get done. 11 11 like that, hardens up. So I went to eat the orange, I'm peeling the 12 All this stuff gets on your hands, because, orange, and I notice all this black stuff all over you know, even ink gets on your hands, I don't know 13 13 how it does, but it gets everywhere. the orange peel. I'm thinking, now I got to go --14 something is contaminating my food. I didn't know 15 15 O. Sure. A. That is how the caulking gets on your what it was. 16 16 17 Q. Right. 17 18 A. I'm sitting here peeling this orange and Now with respect to the orange product, is 18 19 it's turning black. that where you want to go. 19 Q. In a second. 20 Q. The rind is turning back? 20 21 A. Yes, the orange, everything I'm touching on 21 A. Okay. Q. Tell me. You have the caulk on your hands, 22 the orange is starting to turn black. 22

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16 1 was doing, just like we all were. I didn't want to Q. So you can't even eat your orange now, you be a windows installer forever. There didn't seem 2 2 are stuck? 3 to be any money in it. So I thought you know, I 3 MR. BURATTI: Object to form. called him up and I said you can't believe what I 4 A. So I go and I wash my hands and I notice 5 just discovered. that my fingertips are clean. 6 Q. Do you recall, was he your personal 6 BY MR. WARD: 7 accountant or the business's accountant? 7 Q. Uh-huh. A. He was both. Well, you know at the time my 8 A. So I went back and I'm like what the heck 8 personal was my business. happened here. So I go back and I start looking at 9 Q. Go ahead. So you give him a call. Do you 10 the orange, and I started messing with the orange 11 peels. The orange juice, itself. Everything else. 11 remember when that was? 12 A. It would have been the next day. 12 And found out if I squeezed the rind on my hand, Q. Really. You were that excited? 13 that stuff dissolved, loosened up and I could 13 14 A. Oh, yeah, absolutely. actually wipe it off. Q. You started to play around with it? 15 MR. BURATTI: Objection to form. BY MR. WARD: 16 16 A. Right. 17 Q. Okay. MR. BURATTI: Objection to form. 17 A. So anyway, I called him up and I told him 18 BY MR. WARD: 18 19 what the deal was, that I had found and he said, Q. What happened next. 19 A. Obviously, I was excited because I thought 20 Phil, you're a genius. And he said, let's -- I 20 21 I could create a natural cleaning product that 21 said, you know, you got -- you're a chemist kind of guy, maybe we can make a hand cleaner, some sort of would remove stuff off your hands that nothing else 15 a natural cleaner that's going to work to take this would. stuff off of our construction industry's hands. Q. So even this first time it was working Q. All right. So what happened next? better than the things you traditionally used to 3 A. Then -clean your hands? 4 Q. You talk on the phone, then --5 MR. BURATTI: Objection. Ambiguous. A. Yeah, well, I -- I hooked up with him. A. I don't know, I didn't say that. 6 That weekend, because it was -- I believe it was 7 BY MR. WARD: a -- the Parade of Lights goes on Friday nights and 8 Q. I'm asking, not trying to tell. 9 on Saturday. This would have been a Friday night, A. All I did, all I did was find that the 9 caution I went over to his place on Saturday, so I orange oil removed the stuff off my hands. 10 went on over there. 11 11 Q. Were you surprised? 12 Q. Okay. A. I was surprised. 12 A. And we proceeded to try to find some orange 13 Q. So what did you do about it? A. Well, then what I did is I called up Doug 14 oil so that we could start making concoctions. 15 Q. You didn't bring a bag of oranges over with 15 Greenspan. 16 you? Q. Why'd you do that? 17 A. You know, we may have gotten a bag of A. Because Doug, Doug and I had a fairly good 17 oranges. You know, I know that I had shown to him 18 relationship. He was our accountant. And we knew 18. 19 a little bit of his background. I knew that he had that it actually worked, and he thought -- the 19 citric acid in there would naturally dissolve 20 an M.B.A. in business, and I knew that he had a 20

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minor in chemistry, and I knew that he was looking for, you know, something other than doing what he petroleum products. Oh, you're a genius, I never

thought of that. So, anyway.

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28 26 A. No, I didn't record anything. That would 1 I knew, I would say try this and let me know what 1 have been Doug. 2 you think. BY MR. WARD: 3 Q. Do you remember the volume, the percentages Q. After somebody tried it for you you told of this product, how much orange oil was in it, how 4 5 Doug what happened? much of the other components? MR. BURATTI: Objection to form. MR. BURATTI: Objection. Compound. 6 A. Yes, that is what happened. That didn't 7 A. You know, okay. So let me ask you a 7 work here, or it needs to be stronger, or it needs question. What -- you need to clarify what it is to be less, or this one seems to burn and this one 9 you are asking one more time? 10 didn't. BY MR. WARD: 10 O. And do you know if he kept records? Q. Yes, probably the easiest way to get at it 11 11 12 is, do you remember how much of the composition was MR. BURATTI: Objection. 12 A. I don't know how he kept records, I 13 13 orange oil? couldn't answer that. 14 14 MR. BURATTI: Objection. Vague. A. What we did is we started out with, we kind 15 BY MR. WARD: 15 Q. Did you ever see him write down the 16 of used the pH system, okay. And we would use I 16 would say 50 percent orange oil in the composition 17 information you gave him? A. I saw him write down the information and I to see what happened, and then we would drop it 18 saw him write down formulas. That was his --19 down percentagewise. I think we even went down to Q. He was the chemist, right? 20 1 percent, just a small amount of orange oil, based 20 MR. BURATTI: Object to form. 21 21 on my wife's findings, we needed to figure, well, A. Right. 22 22 maybe that's too much. 29 27 (Discussion off the record.) But, you know, from the small amount on up 1 1 BY MR. WARD: until we found where, A, pH worked well and, B, it 2 Q. Tell me, at this point did you and worked relatively well, cleaned off what it was we 3 Greenspan have any sort of an agreement? 4 wanted to clean off. 4 MR. BURATTI: Objection. Vague. 5 Q. Do you remember where that point was? 5 A. I don't understand what you mean. 6 MR. BURATTI: Objection. 6 7 BY MR. WARD: A. I don't remember that point. That's Doug's 7 8 Q. Well, you are working together to make a 8 deal. 9 product, correct? 9 BY MR. WARD: 10 A. Correct. O. Do you recall ever testing it on anybody Q. You are working together to get a patent other than the family? 11 11 application on file, correct? 12 A. No animals. 12 A. Correct. 13 MR. BURATTI: Objection --13 Q. Did you have some sort of an understanding 14 A. No animal testing. 14 of how you were going to split proceeds, if any? BY MR. WARD: 15 MR. BURATTI: Objection. Vague. 16 Q. Uh-huh. I understand. 16 A. We created I think a corporation called 17 A. I had a friend that -- I had a friend that 17 was working with me who used it from a window 18 Midwhelm. Q. Could you spell that for us? 19 installation standpoint, so --A. M-I-D-W-H-E-L-M. Midwhelm, something like Q. When you did these tests do you remember if 20 20 that. We didn't want to be an overwhelm and we 21 21 you recorded the results in any way? didn't want to be and underwhelm, so we figured MR. BURATTI: Objection to form.

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1	much as you want.	1	one percent level?
2	THE WITNESS: I can read as much as I want?	2	A. I don't remember.
3	MR. BURATTI: The paragraph refers to tests	3	MR. BURATTI: Objection.
4	in the patent, I just wanted to alert you, you are	4	THE WITNESS: Sorry. I'll slow down for
5	allowed to read more to get up to speed.	5	you.
6	THE WITNESS: Okay.	6	MR. BURATTI: Objection to form.
7	MR. BURATTI: You don't have to. You can	7	MR. WARD: The reporter will catch up with
8	hear the question first.	8	us. Don't worry.
9	THE WITNESS: Roll with the question.	9	MR. AUCHTER: It's not fair to the
10	BY MR. WARD:	10	reporter.
11	Q. Do you remember how you came up with that	11	BY MR. WARD:
12	five percent figure?	12	Q. Let's go to Column 9. Just a quick
13	MR. BURATTI: Object to the form.	13	question. The last page. Do you see line 4,
14	A. Well, as I said earlier, we took from	14	Claim 1 starts on line 4.
15	probably 50 percent orange oil down to maybe even	15	A. Okay.
16	one percent and found found it worked for what	16	Q. Do you want to read that to yourself?
17	we needed it to work.	17	A. Okay.
18	And with respect to cosmetics, it would	18	Q. Claim 1 discloses a composition that has
19	have had to do with the burning of my wife's	19	three ingredients.
20	eyelids.	20	MR. BURATTI: Objection. Sorry.
21	BY MR. WARD:	21	BY MR. WARD:
22	Q. That is when the orange oil	22	Q. The first ingredient is identified as
	2. That is when the stange on		89
1	A. There was too much.	1	between 5 and 60 percent by volume orange oil. The
1 2	Q. There was too much orange oil in that	2	second ingredient is a pharmaceutically acceptable
3	initial sample?	3	moisturizer and the third ingredient is an
4	A. Right.	4	emulsifying agent. Do you see that?
5	MR. BURATTI: Objection. Vague.	5	A. Well, you had me read section 4. That
6	BY MR. WARD:	6	doesn't say that at all.
7	Q. Do you remember was that a 50 percent	7	Q. I said starting with line 4.
8	sample?	8	A. That is number 4, isn't it? Oh, sorry.
9	A. I don't believe that was 50, no. But I	9	Q. That's okay.
10	can't I don't remember what percentage that was.	10	(Witness examines document.)
11	Q. You said you went down all the way to	11	A. It's pretty much mumbo jumbo to me. What
12	one percent?	12	do you want to know?
13	A. We went almost down to nothing and then	13	BY MR. WARD:
14	back up to see where the effect started in.	14	Q. I want to know for each of these
15	Q. Was it your conclusion that the effects	15	ingredients, we will go through them one at a time,
16	started in at five percent?	16	whether it was your idea, Greenspan's idea or a
17	MR. BURATTI: Objection misleading.	17	joint idea. Okay?
18	A. As far as any conclusions, I didn't come to	18	The first idea is five percent to
19	any conclusions, all I was after was my specific		60 percent orange oil?
20	target was for caulking. Me personally.	20	MR. BURATTI: Objection. Calls for a legal
21	BY MR. WARD:	21	conclusion.
22	Q. Sure. Do you remember what happened at the	22	A. That would have been between the two of us.